

Real Estate Education Committee**2/4/2016 9:30:00 AM**

Conference Room A

Printed : 2/3/2016 3:14 PM EST

Posted: 01/28/2015 JW

Posted: 02/03/2016 JW

**STATE OF DELAWARE**

CANNON BUILDING
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DOVER, DELAWARE 19904-2467

REAL ESTATE EDUCATION COMMITTEE

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WEBSITE: DPR.DELAWARE.GOVEMAIL: CUSTOMERSERVICE.DPR@STATE.DE.US**AMENDED AGENDA**

(Amended items are noted with an asterisk)

I. Call to Order

- A. Welcome New Professional Committee Member, Virgil Bullis

II. Review and Approval of Minutes

- A. Meeting Minutes - January 7, 2016

III. Unfinished Business

- A. Discussion Regarding Potential Revisions to Broker's Course Outline

IV. New Business

- A. Update from the Commission
- B. Review of Course Provider Applications

- 1. Andrea Selvaggio

- a. Course Title: Five Stellar Steps to Creating the Exceptional Buyer Experience
 - Module: 7
 - Credit Hours: 3.0

- 2. Elzufon, Austin, Tarlov & Mondell, P.A.

- a. Agency & Fair Housing
 - Module: 1.0
 - Credit Hours: 3.0

- b. The Statewide Agreement of Sale

Module: 3
Credit Hours: 3.0

c. Case Law Update
Module: 5
Credit Hours: 3.0

d. Delaware Real Estate Laws, Statutes & Contracts
Module: 5
Credit Hours: 3.0

e. Understanding the DE Uniform Common Interest Ownership Act
Module: 5
Credit: 3.0

f. Delaware Landlord Tenant Code
Module: 6
Credit Hours: 3.0

g. Real Estate Tax Considerations
Module: 6
Credit Hours: 3.0

h. How to Have a Smooth Settlement
Module: 7
Credit Hours: 3.0

3. Keller Williams Realty

a. Legislative Issues
Module: 5
Credit Hours: 3.0

b. Commercial Real Estate
Module: 7
Credit Hours: 3

4. OnCourse Learning dba Career Webschool

a. Ethics in Real Estate
Module: 2 or 7
Credit Hours: 3.0

b. Green Home Features
Module: 7
Credit Hours: 3.0

c. Tax Free Exchanges
Module: 7
Credit Hours: 3.0

5. RHIS Training

a. The Code of Ethics - Your Promise to Professionalism
Module: 2
Credit Hours: 3.0

6. Servpro Industries, Inc.

a. Understanding Mold in the Restoration Industry

Module: 7

Credit Hours: 3.0

7. Sussex County Association of REALTORS

a. DE Listing Agreements and Real Property Disclosures

Module: 3

Credit Hours: 3.0

b. RESPA Rule 8

Module: 4 or 5

Credit Hours: 3.0

c. DE Case Law Regarding Rule 8.1.1 of the DE Real Estate Commission

Module: 5 or 6 or 7

Credit Hours: 3.0

d. The Statewide Agreement of Sale for Residential Property

Module: 3

Credit Hours: 3.0

e. Delaware Landlord Tenant Code

Module: 6

Credit Hours: 3.0

f. How to Have a Smooth Settlement

Module: 7

Credit Hours: 3.0

g. Generational Selling and Social Media

Module: 7

Credit Hours: 3.0

h. Video Marketing for Real Estate

Module: 7

Credit Hours: 3.0

8. The CE Shop, Inc.

a. Delaware Legislative Issues

Module: 5

Credit Hours: 6

b. Delaware Office Management

Module: 4

Credit Hours: 3.0

c. At Home with Diversity

Module: 2

Credit Hours: 6.0

d. Real Estate Marketing Reboot:
Innovate>Relate>Differentiate
Module: 7
Credit Hours: 6.0

e. RPR: Real - Time Data, Market Knowledge, Informed
Customers
Module: 7
Credit Hours: 3.0

f. Seniors Real Estate Specialist (SRES) Designation Course
Module: 7
Credit Hours: 6.0

9. Delaware Association of REALTORS*

a. Module 2: An Introduction to Developing an Ombudsman
Program
Module: 2 or 7
Credit Hours: 3.0

b. Module 2: Real Estate and Ethics: The Only Way to Conduct
Business
Module: 2
Credit Hours: 3.0

10. Keller Williams Realty*

a. NAR Quadrennial Ethics Course
Module: 2
Credit Hours: 3.0

b. Legislative Issues
Module: 5
Credit Hours: 3.0

11. Kent County Association of REALTORS*

a. Basics of Delaware Residential Landlord Tenant Law
Module: 6 or 7
Credit Hours: 3.0

b. Professionalism in Real Estate Practice
Module: 2
Credit Hours: 3.0

c. Delaware Listing Agreements and Real Property Disclosure
Module: 3
Credit Hours: 3.0

d. Delaware Case Law Regarding Rule 8.1.1 of the DE Real
Estate Commission
Module: 5 or 6 or 7
Credit Hours: 3.0

e. Construction, Environmental Hazards & Wood Destroying
Insects

Module: 7

Credit Hours: 3.0

f. Stucco - The Nitty Gritty

Module: 7

Credit Hours: 3.0

12. McKissock, LLC*

a. Give Your Clients the Green Light: Simple Ways to Green a
Home

Module: 7

Credit Hours: 3.0

13. New Castle County Board of REALTORS*

a. An Introduction to Developing an Ombudsman Program

Module: 2 or 7

Credit Hours: 3.0

b. Real Estate & Ethics - The Only Way to Conduct Business

Module: 2

Credit Hours: 3.0

14. Ward & Taylor, LLC*

a. Real Estate Potpourri

Module: 7

Credit Hours: 3.0

C. Review of Instructor Applications

1. Edward Dee

Continuing Education: Module 7 - Environmental Course; Septic Course

2. Benjamin Gromicko

Continuing Education: Module 7 - Home Energy Efficiency for Real Estate Professionals

3. Sandy Fader

Continuing Education: New Licensee Module 1; Continuing Education Module 2

4. Jeanne LaMere

Continuing Education: Module 7 - Tax Free Exchanges; Ethics in Real Estate; Green Home Features; Green Home Construction; Short Sales & Foreclosures; Prequalifying Your Buyer in Today's Market; Environmental Hazards Disclosure

5. James Swalm, Jr.

Pre-Licensing Course: Orientation; Real Estate Sales; Real Estate Mathematics

6. Walter Taraila

Continuing Education: New Licensee Modules 1 - 4; Continuing Education Modules 1 - 6; Module 7 - Safety Course for Real Estate; Introduction to Commercial Real Estate

Pre-Licensing Course: Orientation; Real Estate Sales; Real Estate Law; Real Estate Mathematics

Broker's Course: Brokerage; Real Estate Documents; Valuing Real Property; Financing; Ethics; Legal & Governmental Aspects of Real Estate; Real Estate Investment; Mathematics

7. Diane Disbrow*

Continuing Education: New Licensee Modules 1 & 4; Continuing Education Modules 2 & 7 - An Introduction to Developing an Ombudsman Program

8. Philip McGinnis*

Continuing Education: Modules 3; 4; 5; 6 & 7

Pre-Licensing Course: Real Estate Sales

Broker's Course: Brokerage; Valuing Real Property; Real Estate Investment; Mathematics

D. Review Request of Clarification of Instructor Approval for Michael Rushe

E. Sign Certificate of Appreciation for Tim Riale

F. Review Request to Amend Current Instructor Approval*

1. John Tarburton

Requesting Amendment to Current Instructor Approval to Include: New Licensee Modules 1 & 4; Continuing Education Modules 1; 4; 5 & 6

G. Review of Student Requests for Approval of Continuing Education Activities*

1. Mary Ann Malewski

Course Title: Real Estate Jeopardy Documents and Practices

Course Provider: Ward & Taylor, LLC.

Credit Hours: 3.0

Requesting Approval for Module: 6

V. Correspondence

VI. Other Business before the Committee (For Discussion Only)

VII. Public Comment

VIII. Next Meeting - March 3, 2016

IX. Adjournment

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- **Completed, signed and notarized application form,**
- **Fee payment, and**

- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500  OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.